

U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU



FORM
SA-42
(10-15-2008)

2008 ANNUAL WHOLESALE TRADE REPORT WHOLESALE DISTRIBUTORS

DUE DATE →

Have questions?

Call 1-800-327-4389 (option 3)
Weekdays
8:30 a.m. to 4:30 p.m. EST

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **your report is confidential**. It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents files are immune from legal process.

**INFORMATION COPY
DO NOT USE TO REPORT**

(Please correct any error(s) in name, address, and ZIP Code)

Return via Internet:

<http://www.census.gov/econhelp/awts>

Username:

Password:

Return via Fax:

1-800-447-4613

Return via Mail:

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001

GENERAL INSTRUCTIONS

- This report should cover ALL wholesale distributor establishments in the United States reporting payroll **under the Employer Identification Number (EIN)** referenced in ①
- Include** data for auxiliary facilities operated under this EIN that are primarily engaged in furnishing supporting services to your wholesale establishments (such as warehouses, garages, central administrative offices, and repair services).
- For establishments sold or acquired during 2008, report data only for the period the establishments were operated by your firm.
- Estimates are acceptable if book figures are not available.

SPECIAL INSTRUCTIONS

① FEDERAL EMPLOYER IDENTIFICATION NUMBER

Does your firm currently report payroll under the EIN

020 1 YES —→ GO to ②
2 NO – Continue with ①A

A. What is the current EIN for this firm?

021 - | | | | | | |

Month Year

022 | |

*Continue with ②
for this EIN*

B. When did you start reporting payroll under this EIN?

② COMPANY AFFILIATION

Is this firm owned or controlled by a manufacturer?

610 1 YES Is this manufacturer? 611 1 Domestic? 2 Foreign? 3 Both? *Continue with ③*
2 NO – Continue with ③

③ NUMBER OF WHOLESALE ESTABLISHMENTS ON DECEMBER 31, 2008

What was the total number of wholesale distributor establishments covered by the EIN referenced in ①, including auxiliary locations (such as warehouses, garages, and central administrative offices) servicing these establishments?

Number in 2008

110

4 DOLLAR VOLUME OF BUSINESS



Instructions: Sales should cover 12 months of data. If sales are for a fiscal year, sales should represent 12 months of data and include at least 6 months of data from the reference year.

INCLUDE

- Sales of products that are shipped on this firm's orders directly to customers
- Retail sales made by wholesale establishments covered by this report
- Gross value of sales made on a commission basis (not your actual commissions)
- Receipts from freight, installations, rentals, maintenance, repairs, alterations, storage, and other such services
- Excise taxes (such as those on gasoline, liquor, and tobacco) that are levied on the manufacturer and included in the cost of products purchased by this firm
- Sales to farmers for farm use (such as farm equipment, seeds, fertilizer, and feed)
- Sales of nonconsumer durable goods (such as industrial machinery, construction machinery, heavy trucks, and tractors)

EXCLUDE

- Sales recorded on form SA-42(MSBO), if received
- Foreign sales of products that never enter the United States
- Taxes (sales, excise, and other) collected **directly** from customers and paid **directly** to a local, State, or Federal tax agency
- Nonoperating receipts (such as interest income, income from investments, and receipts from the rental or sale of real estate)
- Commissions or fees for goods that never entered the United States
- Finance charges

DEDUCT

- Refunds and allowances for returned products
- The actual value of rebates and discounts granted to the purchaser, even if granted as an increase in trade-in allowance

2008

	\$ Bil.	Mil.	Thou.	Dol.
100				

A. What were the amounts of sales and other operating receipts for the wholesale establishments reported in ④? (Include e-commerce sales shown in item ⑤B)

B. Did you report sales figures in ④A for the period that began on January 1 and ended on December 31?

106 1 YES – Continue with ⑤

2 NO → Please report your beginning and ending dates for 2008

Beginning date	Month	Day	Year
	104		
Ending date	Month	Day	Year
	105		

5 E-COMMERCE

E-commerce is the sale of goods and services where the buyer places an order, or the price and the terms of the sale are negotiated over an Electronic Data Interchange (EDI), the Internet, or any other online system. Payment may or may not be made online.

- EDI is the exchange of documents in standardized electronic form between organizations in an automated manner directly from a computer application in one organization to an application in another.
- Other online systems include the Internet, extranets, e-mail, and instant messaging.

A. Did you have any e-commerce sales (as described above) during 2008?

120 1 YES → Continue with ⑤B

2 NO – GO to ⑥ on the next page

	\$ Bil.	Mil.	Thou.	Dol.
113				

B. What was the total e-commerce sales for 2008?

- This amount should equal the sum of ⑤B1 and ⑤B2 shown below.
- Also include this amount in item ④A

115				
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1. What were the EDI network sales during 2008, if any?

- This includes EDI over the Internet
- EDI is the exchange of documents in standardized electronic form between organizations in an automated manner directly from a computer application in one organization to an application in another.

114				
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2. What were the online system sales during 2008? (Exclude EDI)

- Other online systems include the Internet, extranets, e-mail, and instant messaging.

⑥ VALUE OF INVENTORIES**INCLUDE**

- All inventories of products covered by this report, including auxiliary locations (such as warehouses, garages, and central administrative offices) servicing these establishments, *regardless of where held*
- Report at cost or market value as of December 31 (or the end of the period for which you are reporting)

EXCLUDE

- Items such as fixtures, equipment, and supplies not held for resale
- Products owned by others that are being held on consignment

A. Did establishments covered by this report own inventories, regardless of where held, at the end of 2008 (or the end of the period for which you are reporting)?320 1 YES – Continue with ⑥B2 NO – Go to ⑧ on the next page**B. Are you reporting inventories as of December 31, 2008?**390 1 YES – Go to ⑥C2 NO → For what date are you reporting inventories?

	Month	Day	Year
203			

End of 2008

	\$ Bil.	Mil.	Thou.	Dol.
200				

C. What was the value of your inventories?**1. Total inventories (before Last-in, First-out (LIFO)) adjustment, if applicable**

301				
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2. LIFO reserve, if applicable (enter zero if not applicable)

305				
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3. Book value of inventories (⑥C1 minus ⑥C2)**D. Were any of the inventories reported in ⑥C1 stored, or en route, OUTSIDE the 50 states and the District of Columbia?**221 1 YES – Continue with ⑥E2 NO – Go to ⑦**E. What was the value of the inventories stored, or en route, OUTSIDE the 50 states and the District of Columbia? (Do not report inventory held in Foreign Trade Zones or in bond warehouses in the U.S. that should be reported in ⑥C above.)**

204				
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⑦ INVENTORY VALUATION METHOD**A. Were any of the inventories reported in ⑥C subject to the LIFO valuation method?**385 1 YES – Continue with ⑦B2 NO – Go to ⑧ on the next page**B. How much of the inventory was subject to:****1. LIFO valuation method before adjustment**

302				
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2. Any other valuation method

303				
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3. Verify Total (⑦B1 plus line ⑦B2 must equal ⑥C1 above)

306				
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8 PURCHASES OF PRODUCTS

► **NOTE** — If purchases are **greater than sales**, please explain below in item **10**.

INCLUDE

- Amounts allowed for trade-ins
- Both raw and finished goods
- Products in transit to you for which you have taken title
- Freight, delivery, and other transportation costs included in product cost
- Import duties (if paid separately)
- Value of goods shipped from your manufacturing plants to be sold
- The cost of services resold without processing
- Parts and supplies used in repair work or other service type activities

EXCLUDE

- Returns, allowances, and trade and cash discounts
- Purchases of containers, wrapping, packaging, and selling supplies
- Expenditures for supplies, equipment, and parts purchased for your company's use
- Purchases of liquor and tobacco tax stamps
- Taxes (sales, excise, and other) collected directly from customers and paid directly to a local, State, or Federal tax agency
- Intra-company purchases between establishments of this reporting unit

2008

	\$ Bil.	Mil.	Thou.	Dol.
400				

What was the total cost of all products purchased for resale for which you took title whether or not payment was made during 2008?

9 OPERATING EXPENSES**INCLUDE**

Expenses arising from the normal course of business, including payroll

EXCLUDE

- Bad debt/customer related loss
- Purchases of goods for resale or cost of goods sold
- Income taxes
- Taxes (sales, excise, and other) collected directly from customers and paid directly to a local, State, or Federal tax agency
- Interest expenses
- Impairment (reduction in value of long-lived assets due to reappraisal)
- Capitalized expenses (except payroll and fringe benefits)
- Transfers made within the company

	\$ Bil.	Mil.	Thou.	Dol.
500				

What were the total operating expenses for the wholesale establishments reported in ③?

**10 Remarks – Please use this space to explain any significant year-to-year data changes, to clarify
962 your responses, etc.**

CENSUS USE

961

11 CONTACT PERSON – Certifies data are accurate and can assist with any questions

950

Name of person completing this report – *Please print*

952

Title

954 Telephone

Area code	Number	Extension
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955 Fax

Area code	Number
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THANK YOU**for completing your Annual Wholesale Trade Report***We suggest you keep a copy for your records*

Public reporting burden for this collection of information is estimated to average 33 minutes per response, including the time for assembling data from existing records and completing the form. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 0607-0195, U.S. Census Bureau, 4600 Silver Hill Road, AMSD-3K138, Washington, DC 20233. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0195" as the subject. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner of this form.